

## Message Text

UNCLASSIFIED

PAGE 01 BAGHDA 01224 201017Z  
ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W  
-----126824 201029Z /15  
R 200720Z JUL 77  
FM USINT BAGHDAD  
TO SECSTATE WASHDC 4789  
INFO AMEMBASSY DAMASCUS

UNCLAS BAGHDAD 1224

E.O. 11652: NA  
TAGS: BEXP, IZ  
SUBJ: POWER GENERATION SEMINARS

REF USDOC 13143

1. WE KNOW OF NO FIRM OTHER THAN GE WHICH HAS SPONSORED A  
POWER GENERATION SEMINAR IN IRAQ.

2. ALTHOUGH WE DO NOT KNOW HOW GE NOW EVALUATES THE RESULTS  
OF ITS SEMINAR HELD IN FEBRUARY, GE REPRESENTATIVES AT THE  
TIME THOUGHT THE SEMINAR SUCCESSFUL DESPITE CERTAIN LOGISTICAL  
PROBLEMS. FROM A GENERAL POINT OF VIEW USINT ENDORSES THIS  
MARKETING TECHNIQUE AS APPROPRIATE FOR PROMOTING PRODUCTS  
SUCH AS POWER GENERATION SYSTEMS IN THE IRAQI MARKET. SEMINARS  
APPEAL TO IRAQI DESIRE TO ACQUIRE US TECHNOLOGY. MOREOVER,  
SALES OF SUCH SYSTEMS USUALLY REQUIRE A LARGE EDUCATIONAL  
EFFORT BEFOREHAND. AS IRAQI OFFICIALS CAN NOT EASILY TRAVEL  
ABROAD, SEMINARS PROVIDE A MEANS TO MEET NON-US COMPETITION,  
ESPECIALLY THE JAPANESE, WHO HAVE PERMANENT REPRESENTATION IN  
BAGHDAD.

3. WHETHER ANOTHER POWER GENERATION SEMINAR WOULD BE  
APPROPRIATE IN THE NEAR FUTURE FOR IRAQ WOULD DEPEND  
ON TIMING AND LEVEL AND TOPICS OF PAPERS AND PRESENTATIONS.  
IN ADDITION TO THE FEBRUARY 1977 GE SEMINAR, USINT HAS ACCEPTED  
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THE PROPOSED JANUARY 1978 ELECTRICAL ENERGY SYSTEMS SALES  
SEMINAR. ANOTHR SEMINAR WHICH APPEALS TO SAME CLIENTS  
MAY NOT BE PRODUCTIVE. WE WILL BE GLAD TO ADVISE FURTHER  
IF COMPANY WOULD PROVIDE DETAILS.  
MACK

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009